

WOULD YOU TALK SUCCESSFULLY?

Here Are a Few Rules for Him Who Would Be a Shining Light in Public.

GREAT LUNG POWER NEEDED

Long Arguments Are Barred From the Lists by the Best.

To Be a Successful Talker. The successful talker must first of all possess superior lung power. One way of being a good conversationalist is to draw out everybody else, whether you say anything worth while or not.

Always match yourself against somebody with as loud a voice as yours, so that no one else can horn into the conversation when you get winded.

Never try to continue on one subject. The quicker you are at jumping about from topic to topic the more certain you are of holding the center of the floor.

Stopping to sneeze, cough, or use the handkerchief is fatal. Good talkers do their winter coughing early.

Under no conditions ever say anything worth while. If you do, you are apt to encourage the little man with glasses, to come into the lime-light.

Always talk about what other people say, do, or wear. For example, There is absolutely no answer to the information that "Mr. J.'s wife came into the office the other day and talked for an hour about her son, Willie, and the fraternity question, and she had on the funniest old suit," etc., etc.

The difference between a man who is versatile and a man who only knows one thing is the difference between a filler-in and the Lion of the occasion.

No one is ever really lonesome who has a pet corn to take care of.

Insubordination is the dignified synonym for cheek.

The unselfish woman who loves her husband will stand for anything that he does, but selfishness and lack of love for her husband are the two things which a woman who gets mad at everything her husband does will not admit.

The day upon which you hate everything an hour old and an inch high is the psychological time for the appearance of the man who comes to collect for the magazines to which you subscribed in a moment of op-mindedness six months before.

No woman was ever known to have a grouch when possessed of new clothes, plenty of powder, some lip rouge, and a ticket to the matinee.

THE CONDUCTOR

THE KIND MOON.

I think the moon is very kind. To take such trouble just for me. He came along with me from home. To keep me company.

He went as fast as I could run; I wonder how he crossed the sky? I'm sure he hasn't legs and feet. Or any wings to fly.

Yet here he is above their roof. Perhaps he thinks it isn't right. For me to go so far from home. The mother said I might.

—Sara Teasdale.

Times Pattern Service

The pockets in this little dress supply the note of newness that give it attention value, but its cut and fit will also appeal to the mother of a small girl. Fastening is at back and either length sleeve may be used. In favored material for serviceable wear and in color combination, this little garment should be included in the fall and winter wardrobe. The making of it from the pattern is a matter of one-half hour.

The pattern is cut in sizes 2, 4, and 6 years. Medium size requires 1 1/2 yards 36-inch material and 3/4 yard contrasting goods.



To obtain this pattern fill out the coupon and enclose 10 cents in stamps or coin. Address Pattern Department, Washington Times, Munsey Building, D. C. The Washington Times guarantees the delivery of all patterns sent through this service. No patterns can be obtained in person. One week is needed for the filling of pattern orders. If patterns do not come within that time, notify this office for adjustment. (SIZE MUST BE PUT ON COUPON)

Times Pattern Service, DECEMBER 7.
Name _____
Street and Number _____
City and State _____
No. 995. Desired size _____

AUTHORITY ON FEET



VALLI VALLI.

WOMAN EXPLODES WHITE EGG MYTH

Mrs. Julian Heath, of Housewives' League, Exposes Grocers' Trick.

"Yes ma'am. These are more expensive. White leghorn eggs always are. There's more in them."

Many a young housekeeper, and many an experienced one, too, has paid the extra amount asked for the white eggs, and gone away rejoicing that her family was to be given the most nutritious eggs possible to buy. Now comes Mrs. Julian Heath, head of the Housewives' League, with the assurance that brown eggs, or blue eggs, or black eggs, if there are such things, would be no less nutritious than the white. In such wise does she uncover one of the favorite tricks of the wily grocer.

Leghorns Supply Limited. For one thing, she puts a damper on the ancestry of the eggs by saying that there could not be enough leghorn biddies in the country to lay all the eggs accredited to them.

The other day Mrs. Heath went to a store and bought one dozen eggs. Knowing the way of the grocer, she deliberately took one dozen brown ones, feeling sure that she had fooled any attempt to cheat. She paid 36 cents a dozen for those eggs.

At the same time another woman came to the store and ordered eggs. She, too, wished a dozen, but the grocer persuaded her that the white eggs were of superior quality and surpassing goodness. The woman, convinced, purchased one dozen at 48 cents.

Eggs of Same Quality. Mrs. Heath thought that it was her duty to enlighten the poor soul, and followed her out of the store to explain that her dozen brown eggs and the other dozen white ones probably were of the same quality, weight, and nutriment.

"But the grocer said these were White Leghorns, the very best in the market," protested the woman.

Realizing that this case was a common one, Mrs. Heath added her bit to the campaign for reducing the cost of eggs by issuing statements embodying the advice she had given the stranger who was willing to give 33 per cent more for eggs that were white.

HE' EARNED IT. From the door came the sound of persistent knocking. The Woman Who Saw, a bit annoyed at the interruption to her Sunday bookfest, opened it and looked down on the grinning, hopeful face of a small colored gentleman.

"Please, lady," he begged, "give me something for the colored boy scouts. Just a penny to buy a uniform."

The Woman Who Saw thought she remembered hearing that part of the story of wearing a boy scout uniform was the joy that money had been earned. Accordingly, before she went to get her purse, she queried: "Aren't you scouts supposed to earn your uniforms, and not go around begging like this?"

The embryo scout's young eyes rolled reproachfully.

"Deed, lady," he replied, "ain't I earnin' it?"

HOME DYES. Orange orange wood has been found to contain valuable materials for manufacturing dyes, and it is said that at the present time over \$1,000,000 worth of these dyes are being manufactured in this country annually. Large quantities of this wood are produced in Oklahoma.

WORTH KNOWING. To keep meringue from falling, add to it a tablespoonful of baking powder just before putting the meringue on the pie.

If the kitchen sink becomes clogged, attach a piece of hose to the faucet and let water run in the drain pipe. This will open it soon.

Cottolene
The Natural Shortening
Foods prepared with Cottolene have a delicious wholesomeness that is gratifying to the appetite. Use Cottolene for shortening when you bake biscuits, pies and pastries. Fry doughnuts, fish, chicken and vegetables in Cottolene. It adds to the joy of eating.
Your grocer will supply Cottolene regularly. It is packed in pails of convenient sizes.
"Cottolene makes good cooking better."
WILLIAM FAIRBANKS

ACTRESS CAN READ CHARACTER BY FEET

Valli Valli Is Interested in Analyzing People by Their Shoes.

ARRANGES NINE CLASSES

Women Betray Their Real Natures by the Position of Their Feet.

Valli Valli is a foot specialist. This might seem to be a rather unusual profession when she is seen in her role as a burlesque dancer. Perhaps it might be better to explain to those puzzled that she claims to have invented a Bertillon system of her own for reading character by feet.

The nine general classifications of feet (and she has been consistent enough to confine herself to feminine feet) evolved by Valli Valli are: The Stock, the Squaw, the Militant, the Climber, the Blotch, the Dainty, the Prude, the Athlete and the Flirt. "The Stock," says she, is a type of femininity that is absolutely dependent upon the moral and physical support of the sterner sex, who lack concentration of mental effort, who is totally unable to assert herself in anything but the frivolities of life.

Her shoes generally show a tendency of decline upon the outside of the heel, while the sole is in a state of excellent repair, thus disclosing their lackadaisical tendencies in self-dependence and assertive personality. Type of Indifference. "The Squaw typifies exactly the kind of woman the name implies—stolten, stubborn and indifferent. Satisfied with a roof over her head, a dress, and a substantial meal to appease the inner person. Her shoes never seem to fit, the laces show excessive wear and knots, or if buttoned, reveal a number of button vacancies. If moccasins would not excite too much attention, she would wear them."

The Militant is indicative of self-assertion, deliberation, and executive ability—a woman who thinks for herself and acts upon her own judgment; one who is intuitively endowed with good moral and mental qualities and who discloses almost a tendency of self-control, self-reliance, and self-conviction. Her shoes are of the substantial kind, of fine material, and show evidence of care in appearance and selection. She is a good leader in time of peace and a fighter in time of war.

Remarks of Climber. The Climber is usually indifferent mentally and morally. She will allow her heart to run away with her head. Give her most intimate confidences with a chance or casual acquaintance, and accept social courtesies from almost any one who she is introduced. A climber causes more heartaches to mothers and anxiety to fathers than almost any other type of shoe wearer. She never considers comfort so long as her shoes are in style.

Markings of Recklessness. The Athlete is recognized by her common-sense shoes and her fine, solid sole. She rarely tilts her feet, seldom crosses them, and usually assumes a man's attitude in which she and dancers generally carry their weight on the ball of the foot. An athletic girl is instantly recognized by the absolute freedom in which she enters a parlor, car, or restaurant. Her outdoor life is indelibly stamped in all her movements by her lack of conventional methods.

The Flirt immediately arrests attention by the conspicuous manner she places her feet and the vacillating way in which she holds them. First she crosses her feet, then she turns her toes in, then she changes to the Stock, the Blotch, and almost every conceivable position possible for a human being.

PARENTS' SALARY AFFECTS CHILDREN

Children's Bureau Finds That Wages and Infant Mortality Are Connected.

That children's welfare from infancy to adolescence is bound up with industrial conditions is emphasized by the recent work of the Federal Children's Bureau of which the chief, Miss Julia C. Lathrop, tells in her fourth annual report, made public today.

A study of infant mortality in Manchester, N. H., completed this year, adds new evidence that when the father's earnings are low or the mother's work out of the home, the infant mortality rate is exceptionally high. In Manchester it varies from one death among every four babies where fathers earn less than \$400 to one death among every sixteen babies where fathers earn \$1,000 or more.

Miss Lathrop's report refers to the effect of living conditions upon mothers and points out that the sickness or death of the mother lessens the baby's chances for life and health. The bureau has prepared a statistical study of maternal mortality and finds that 15,000 mothers die each year in this country from largely preventable causes incident to maternity and that the death rate from maternal causes has not decreased since 1900.

Death Rate Too High.

Miss Lathrop says in commenting upon this fact: "The means of prevention are the instruction of the mother, skilled supervision of the birth of her child, and suitable care during confinement. But she must have also nourishing food and sufficient rest, and freedom from anxiety—in other words, decent living conditions."

Then the bureau has been concerned with the protection of the child himself from premature employment. It has published all the child labor laws in the United States, and has completed a report on the administration of the employment certificate system in New York State. In comparison with the new Federal child labor law as marking a distinct advance in the attitude of this nation toward that one-third of population which is under sixteen years of age, Miss Lathrop says:

"Merely keeping the breath of life in children is useless to the nation unless they are brought on to adult life trained masters of their full powers of body and mind. The law is a national measure, and all attainable information for a better understanding of the ways in which the children it sets free from labor may be started in life is furnished by a national study."

Greater Knowledge Needed. "It is a matter of speculation as to what proportion of children at work are dependent upon their own earnings or support families in whole or in part. Also the number of dependent children now supported by public and private funds is unknown. In fact, Miss Lathrop says, "our ignorance of the whole field of dependency is great."

The report gives figures about Philadelphia indicating that the majority of dependent children are members of families under the question of protection them is a question of family structure and support.

TIMES' QUESTION BOX

Queries Submitted by Readers of The Times.

We are glad to publish the reply to the inquiry voiced by B. W. in this column for the words of the old song, "The Sailor's Grave." I noticed in The Times a request signed by B. W. for the old song, "The Sailor's Grave," and which you say have been unable to place. The copy which I inclose was written from memory. I learned it from my mother many years ago, and have never forgotten it. I cannot say that I ever knew the name of the author. I hope this will reach B. W. WILLIAM A. HARRIS, M. D.

The Sailor's Grave. Our bark was out far, far from the land. When the fairest of our gallant band Grew sadly pale, and waned away, Like the twilight of an autumn day. We watched him through long hours of pain, But our prayers were lost and our hopes were vain. Death brought for him no coward alarms, For he smiled as he died in a mess-mate's arms.

He had no costly winding-sheet, But we placed a round shot at his feet. And he slept in his hammock as safe as a soldier, with the stars for a sheet. As a king in his lawn shroud, marble of pride.

We proudly decked his funeral vest With a British flag about his breast. We gave him that as the badge of the brave, And the stars were fit for a sailor's grave.

Our voices broke, and our hearts turned weak; Hot tears were seen on the brownest cheek; And a shiver played on the lips of pride. As we lowered him down the ship's dark side.

A plume! A splash! And our task was o'er. The billows rolled as they rolled before. And many a rude prayer hallowed the wave That closed above the sailor's grave.

W. & J. SLOANE ESTABLISHED 73 YEARS AGO.

PLAIN COLOR CARPETS Several Hundred Different Shades

The wide range of colors and prices which we offer in Domestic Carpets of various weaves provides the exact shade and grade desired for any decorative scheme.

The rich, beautiful colorings are supplemented by qualities upon which absolute dependence may be placed.

Our wide experience ensures perfect workmanship in making and laying.

1508 H Street N.W. Telephone Main 925.

As They Grew



Copyright by Underwood & Underwood.

Instead of Being Pieced Out to Look Like Naturally Brown Animals, These Little Skunks Were Allowed to Keep Their Pristine Stripes, When Made Into a Muff, Stole and Turban.

A FEW RECIPES

Easy Suggestions for the Housewife.

Tuna Fish Sandwiches. Mince fine a small can of tuna fish. Spread on crisp lettuce leaves between thin slices of buttered bread. Chopped onion may be added if desired, though this makes the sandwich very rich.

Cream Sponge Cake. Beat together the yolks of four eggs with three tablespoonfuls of cold water and one teaspoonful of lemon extract. Add one cup of sugar gradually and beat well, then put one and one-half tablespoonfuls of corn starch in a cup and fill with flour. Mix and sift corn starch, flour, one and one-quarter teaspoonfuls of baking powder and one-quarter teaspoonful of salt. Add this to the first mixture and beat thoroughly mixed add the beaten whites of four eggs. Bake in a moderate oven for thirty minutes.

Baked Carrots. Take three or four good sized carrots and cut into dice; put over a moderate fire in slightly salted water and simmer gently (don't boil hard) until very tender; drain off all the water, then mash fine and season with salt, pepper and a little butter; turn into a deep pudding dish and cover with fine cracker or bread crumbs; sprinkle a little salt and a dust of pepper over and three or four tiny bits of butter; put into a good oven and bake until the crumbs are a delicate brown. Serve hot.

MADE FROM SUGAR-CANE
EXTRA FINE
20%
NET WEIGHT
FRANKLIN GRANULATED SUGAR
Standard of Purity
THE FRANKLIN SUGAR & SALT CO.
PHILADELPHIA, PA.

Sold in 2, 5, 10, 25 and 50 lb. cotton bags

Tell your grocer that you want cane sugar and name it—Franklin Granulated. Then you'll get the best cane sugar, of highest sweetening power, quickly dissolving. Packed at the refinery in cotton bags.

Franklin sugar satisfies

Granulated, Dainty Lumps, Powdered, Confectioners'

AMUSEMENTS

B. F. KEITH'S Twice Every Day
Mats. 25c; Evens. 25c to \$1.
"ROARS OF LAUGHTER"—Star.
EDDIE FOY
and Seven Younger Foy in "The Old Woman in the Shoe." Mr. Foy in His Best Part Yet.

NATALIE ALICE Prima Donna
Julius Tannen, Pianist & Edwards, Cartmel & Harris: Five Other Fun Features. Next—Emma Carus, Deatrice Herford, etc. Seats 20c.

SKATING

Central Coliseum at Ninth St. N.W.
America's Largest and Finest Arena.
New Floor—Wonderful Skating—Band.
Seasons Daily. Edw. S. Whitting, Mgr.

DANCING

MRS. M. A. BROWN,
1110 G St. N. W.
Modern Dance Class—Sunday Eve.

MISS FISHER
Modern dancing. Private lessons only. Phone Line, 925-2.

WYNDHAM 215 12th St. N. W. Phone Main 5679. Private lessons, 75c; class Thursday, 7:30 p. m.

GLOVER'S 413 22d. Classes Tues. Thurs. Sat. Priv. lessons any hr., 50c; latest methods. Ballroom for rent, \$5. Phone W. 1123.

Studio De Danse—Modern Dances. The art of the joyous spirit. Directors, Mr. and Mrs. Harlow, 1123 10th St. N. W. Ph. M. 214.

MILLER'S

Belasco Theater bldg., Ph. M. 1229. Dances for 1917. The Too-Too, the London Taps, etc. etc. Starts Dec. 8, 1916 (limited).

POPULAR MEDICINE BY DR. HIRSHBERG

Intelligent Observation of Rules of Hygiene Will Decrease Illness.

"What is the difference between a wound and a sore?" asks one of my patients. A wound is usually considered to be a slit, cut, separation, or dissolution of the skin and adjacent soft parts of tissue. More than fifteen adjectives can be used to describe wounds, but sensible people need not burden themselves with them.

A sore is not always a wound, though a wound is always a sore. Some sores are mere blotches or pimples. They may not hurt, itch, or have sensation, yet they are an evidence of local ill health.

The presence or absence of pain in a wound or sore is somewhat concerned with the spot injured and the anatomy thereof. If sensation is involved, pain may be present. If no sense tissues are there—muscle, bone, or fat—there may be a fatal injury without feeling it. People are often wounded without knowing it.

In all wounds, according to Dr. L. Sexton, of Tulane University, there ought to be some sort of dressing that will absorb the lymph, clot fibers, and serum. The first necessity is to remove all dirt, dust, mites, foreign material, and blood. If the bleeding cannot be stopped by pressure the veins and arteries must be found and tied.

How to Stop Oozing. If a sore oozes it can be stopped by flushing it with hot, sterilized salt water. Fanning the surface briskly often checks this ooze of serum. Adrenalin or epinephrin solution, one part to 1,000 parts of water, is useful in shutting off hemorrhage.

Internal medicines are no longer used to stop bleeding from sores and wounds. Iron, ergot, and other such chemicals increase the bleeding instead of halting it.

When wounds occur from nails, splinters, or other plant fragments, garden tools, and stable implements and street dirt, lockjaw antitoxin should be given at once to prevent tetanus. Then the injury is to be treated and cleaned out with peroxide of hydrogen, followed by 5 per cent carbolic acid water and alcohol.

Rest the One Essential.

Rest is essential. Sores and wounds that are not kept at rest cannot be expected effectively to fight microbes and heal.

It is a curious fact, yet easily understood, that mortals are more prone to do too much than too little as far as the cure of but sores and wounds are concerned. Unless an exposed wound gives forth matter very freely, it is commonly dressed too often.

Once the surgeon applies the proper treatment it were better to let well enough alone, at least as far as clean, disinfecting wounds are concerned.

Unmedicated but well sterilized gauze, without powders or balsams suffices to protect a clean wound. Strong antiseptics, such as alcohol, acid water, salt water, sterile water, and other mild lotions ought to be given preference over the fumes and given preference over the fumes and given preference over the fumes.

(Copyright, 1916, Newspaper Feature Service.)

AMUSEMENTS

BELASCO TONIGHT, 8:30. MATS—Tomorrow, 1:30; Sat., 2:30.

The Passing Show WITH ED WYNN And New York Cast of 150. OF 1916

NEXT WEEK—SEATS NOW.

OLIVER MOROSCO PRESENTS A NEW COMEDY DRAMA.

THE BRAT BY MAUD FELTON. With a Typical Morocco Cast.

NATIONAL—TONIGHT AT 8:30. Mat. Saturday

JULIAN ELTINGE IN "COUSIN LUCY"

BURTON HOLMES

SUNDAY AT THE GERMAN PATHELAND. NIGHT 8:30. Prices, 50c, 75c, \$1.

NEXT WEEK—SEATS SELLING

Greatest Musical Show in the World

COHAN REVUE

The Famous Original New York Cast

SEATS NOW SELLING FOR

Anna Case Lydia Taggart of the "Gypsy."

In Recital With Charles Gilbert Spruce at the Plaza. Tickets, \$2, \$1.50, \$1. Boxes, 125. T. Arthur Smith.

SECOND CONCERT THIS SEASON

Tues. PHILADELPHIA ORCHESTRA

LEOPOLD STOKOWSKI, Conductor.

Soloist ALMA GLUCK Soprano

Tickets, \$2.50, \$2.00, \$1.50, \$1.00. T. Arthur Smith, 1204 G St.

DOLI'S THEATRE

Geo. Kilm's Dramatic Success.

"THE MILLIONAIRE'S SON AND THE SHIP GIRL"

NEXT WEEK

Virginia Barnard's Big N. Y. Success.

"THE WOMAN HE MARRIED"

With Rosemary Revolve as the Artist's Model. Novel Light Effects—Superior Cast.

LOEW'S COLUMBIA

Continuous. Mon., 10:15. Tues., 10:30. A. M. to 11 P. M. Seats 15c, 25c, 50c.

NOW PLAYING

LENORE ULRICH In "THE ROAD TO LOVE."

Grand Pipe Organ—Symphony Orchestra.

LYCEUM

"THE NIGHT OWLS"

WRESTLING FRIDAY NIGHT. Next Week—"MODELS OF PARIS."

GAYETY DE LUXE

With Abe Reynolds and Geo. F. Hayes. Next Week—"Geo. Sings and Etta Filkins."